

# DEALING with NO!

When someone tells you NO! cross out one of the NO's on the bottom of this sheet. Set a goal of getting all 100 No's crossed out within the next few hours [no kidding!]. If you want to see your business explode with growth, take this exercise seriously. Here is a hint that will make this easier. Triple up. Ask someone to...

*// Become a consultant with Mary Kay. If they say NO, cross out a NO and ask them to...*

*// Become a hostess. If they say NO, cross out a second NO and ask them to...*

*// Give a customer referral. If they say NO again, you already have 3 NO's!*

You will never be better at getting NO's than you are right now! The more you do this, the tougher it becomes to get those 100 NO's! You will find that a YES will creep in there every once in awhile. Don't let the occasional YES distract you from your primary goal of getting those 100 NO's!

Don't take this exercise lightly ... it works! Get those NO's now, while it's still easy! Don't wait until it's difficult for people to tell you NO! That time will come soon enough.

## *how fast can you reach 100 NO's?*

NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO